

Maximize the Benefits of SAP HANA® Software with Fujitsu Hardware and Services



The Best-Run Businesses Run SAP™



**Next-generation in-memory
computing for instant responses**

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In the never-ending quest for competitive advantage, the ability to perform real-time analytics is a powerful differentiator. With SAP HANA® software, this power is within reach. When run on an optimized infrastructure and combined with comprehensive services from Fujitsu, SAP HANA provides you with [real-time insight to run your business](#) like never before.

Organizations benefit from continuous business insight. Speed is of the essence when acting on changing market conditions. Imagine a retailer that can analyze purchase orders in real time to manage production and avoid problems such as overstock. What if an apparel manufacturer could determine which suppliers deliver the highest quality at lowest cost at any given moment? By integrating planning metrics, real-time consumption statistics, and key weather data, utilities could optimize rates on an on-going basis.

Traditional disk-based systems cannot handle this kind of load. With SAP HANA, key operational data is in memory, avoiding the latency inherent in disk-based systems. This next-generation, in-memory computing technology gives organizations a new way to process high volumes of operational data.

Delivered on a certified infrastructure from Fujitsu, optimized for in-memory computing technology, SAP HANA enables instant data access, resulting in smarter, faster business decisions.



Cost-effective approach for managing large data volumes

Cost-effective approach for managing large data volumes

Proven benefits of high-performance, real-time access

SAP and Fujitsu: innovation through partnership

Fujitsu infrastructure solutions that make a difference

Fujitsu's innovative IT services for real-time enterprises

SAP HANA lets business users access, model, and analyze all of their transactional and analytical data in real time within a single environment without affecting existing applications or systems. Whether the data comes from your SAP® ERP application, a third-party solution, or custom applications, SAP HANA enables you to gain fast business insight across your enterprise.

SAP HANA processes transactional workloads and analytical workloads fully in memory so you can report against transactions as they occur. There is no need for

time-consuming and costly movements of data between the database and applications to perform data-intensive operations. This simplification and optimization of the data layer results in incredible speed. It also allows organizations to dramatically reduce hardware and maintenance costs associated with running multiple data warehouses and operational and analytical systems. An optimized infrastructure and comprehensive services from Fujitsu help make IT environments running SAP HANA software more manageable, more resilient, and more accessible.

SAP HANA provides a cost-effective approach for managing large data volumes so organizations can dramatically reduce hardware and maintenance costs.



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SAP HANA powers a growing list of SAP applications, custom-developed solutions, and solutions delivered by an ever-expanding group of independent software vendors. This next-generation technology dramatically accelerates business processes to maximize the benefits of high-performance, real-time access to large volumes of transactional information.

SAP HANA includes:

- A high-performance in-memory computing engine and powerful engine for data calculation
- A real-time replication service to access and replicate data from the SAP ERP application

- Data integration services to access and index information from virtually any data source
- A data repository to persist views of business information
- Highly tuned integration with SAP BusinessObjects™ business intelligence (BI) solutions for insight and analytics
- Structured query language and multi-dimensional expression query interfaces for third-party application access
- A unified information modeling and design environment

SAP HANA has the potential to improve performance in business applications running planning, forecasting, operational performance, and simulation software.



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SAP collaborates with its partners to develop solutions that deliver real business value. This industry-focused and community-powered approach of the SAP ecosystem and partners results in breakthrough innovation. SAP partner solutions become part of the overall solution for customers, where shared interests and goals are realized and new opportunities are discovered for the benefit of our joint customers. SAP HANA exemplifies this unique approach to innovation.

Fujitsu is an SAP global technology partner, an SAP global hosting partner, and an SAP global services partner. Working as a partner

has provided Fujitsu with expertise to help design a complete solution of hardware and services, optimized to support the initiative SAP HANA represents.

Fujitsu is also a founding member of the Hasso Plattner Institute Future SOC Lab. It supports research on how the latest hardware infrastructure and advanced software development can be combined to exploit the exponential increases in main memory and massive parallel computing power available today.

SAP works with its partners in a highly collaborative environment to deliver innovative solutions. SAP HANA exemplifies this approach to innovation.



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Fujitsu's experience as an SAP partner extends from entry-level projects to large-scale, global installations. It is through this ongoing contact with SAP development that Fujitsu can apply its expertise to provide hardware and services that support in-memory computing technology. Designed to give companies a true competitive edge, the highly scalable Fujitsu Power Appliance for SAP HANA can provide economic computing power for new in-memory solution projects and keep pace as demand increases.

Various single-node (with optional VMware vSphere) and multinode options provide the right foundation for different requirements, starting from test platforms and scaling to cover mission-critical usage scenarios handling massive amounts of data. With the building-block concept based on industry-standard PRIMERGY servers and NetApp FAS storage, the Fujitsu Power Appliance for SAP HANA can easily be extended when demand grows. High availability is already built into the smart concept thanks to spare servers, which take over in case a productive server fails.

The Fujitsu offering for SAP HANA supports high performance, ease of management, high availability, and extreme scalability.



Fujitsu's innovative IT services for real-time enterprises

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Real-time data centers can be built and operated with the newly developed data center management platform – FlexFrame Orchestrator. With this innovation Fujitsu makes its proven FlexFrame for SAP functionality available for unified SAP software landscapes, including SAP HANA. Consequently, companies that use SAP HANA can benefit from cost savings and streamlined data center operations, including resources and services management, high availability, and disaster recovery features.

Cost savings and reduced on-site implementation effort result from Fujitsu's industrialized, quality-tested customer preinstallation coupled with its turnkey delivery. For configurations with more complex requirements, Fujitsu offers a variety of additional services.

These include services to integrate the software into existing infrastructures and solution maintenance services that furnish you with a solid infrastructure foundation.

The offering is enhanced by the SmartStart toolbox, a portfolio from which you can select services for SAP HANA, supported by the Demo & Competence Center of Fujitsu and TDS, a Fujitsu company. The SmartStart toolbox ranges from trials and proof-of-concept projects for SAP HANA via data migration right up to financing options for a fast start with SAP HANA.



What SAP HANA means for you

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SAP HANA has the computing power to help transform your business through real-time analysis and reporting combined with dramatically accelerated business processes. The software can benefit your business by enabling:

- **Real-time decision making** by bringing all enterprise data within the reach of decision makers in seconds to help you make smarter, faster, better decisions
- **Innovative new applications** that combine high-volume transactions with analytics to dramatically improve planning, forecasting, and pricing optimization
- **Accelerated business performance** with reduced total cost of ownership due to less hardware, maintenance, and testing
- **Real-time insight** into the business with data accessed from SAP ERP and other data sources
- **Accelerated BI** with SAP BusinessObjects BI solutions integrated directly with SAP HANA
- **Total 360-degree view of business operations** through integration of data and data modeling from virtually any data source
- **Next-generation in-memory technology foundation** for current and future deployments of the SAP NetWeaver® Business Warehouse application and SAP ERP

SAP HANA has the unique mix of functionality to help you transform your business into a real-time enterprise.



Objectives

Solution

Benefits

Quick Facts

Summary

SAP HANA® software is a flexible, multipurpose, data-source-agnostic, in-memory software that combines SAP® software components optimized on hardware provided and delivered by leading SAP global technology partners.

Objectives

- Process huge volumes of operational data to gain business insight while those operations are running
 - Perform analyses based on all data from operational applications
 - Employ flexible analytic models when working with information to uncover trends and patterns
 - Keep analytic environments connected to operational applications
 - Eliminate lag time between gathering data and gaining insight into that data
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Solution

- Real-time analytics to analyze business operations using huge volumes of detailed information
 - Multipurpose, in-memory technology to instantly explore all transactional and analytical data in real time
 - Adaptable, powerful analytic models to create flexible views
 - Extensive, source-agnostic data access to incorporate data from across the entire organization
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Benefits

- Real-time business insight
 - Better, faster decisions
 - Greater analytic flexibility
 - Dramatically reduced hardware and maintenance costs
 - Improved planning, forecasting, and financial close processes
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Learn more

Visit us at

<http://www.sap.com/platform/in-memory-computing/index.epx> or ts.fujitsu.com/hana.



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